

TOP AGENT MAGAZINE



Ev Winningham and Kimberleigh King

What is the secret to a great partnership? Ask anyone: whether it's a married couple or business partners often they'll tell you it's the ability to balance each other out in order to achieve a common goal. That's the case for Ev Winningham and Kimberleigh King, partners in real estate since 1992.

Before Ev got her start in the real estate industry 35 years ago, she came to the United States from Greece on a Fulbright scholarship to attend the University of Oregon. However, after graduating and pursuing a career in counseling and psychology, Ev decided to switch gears and try her hand at real estate. Like Ev, Kimberleigh also pursued a different career after college, but soon realized spending her days in a cubicle as a business analyst wasn't for her. Believing that real estate was the best investment anyone could make, Kimberleigh made the career change. Because she wanted to learn from the best, she approached Ev and the two discovered they were a great match. "Ev was the top broker and at a point where she needed some help. I knew I could offer that because I worked very hard. My rationale was that if she gave me an opportunity, I would do all the work and she wouldn't have to lift a finger," says Kimberleigh. "We found that it really worked for us and our partnership flourished."

Today, Ev and Kimberleigh are Senior Global Real Estate Advisors at WinninghamKing & Associates with Realogics Sotheby's International Realty. Serving all of Seattle and surrounding communities, it's their strong partnership and team approach to the business that sets them apart from the rest. "We're both principals and the clients know it," says Ev. "We don't have a set division of labor, we work together, we trust each other and it just works." Kimberleigh adds, "I like the finance, negotiating and contract law end in our business, while

Ev is a masterful problem-solver. In her 35-plus years of experience, Ev has seen it all! She's also very charming and people just fall in love with her."

Although they have both been recipients of Five Star and Presidents Elite awards, and are ranked among the top 10% of REALTORS® in the nation, the true reward for Kimberleigh and Ev is simply to find the perfect fit and help their clients create their own unique lifestyles. "I feel good when we create a win-win for all parties involved," says Ev. "Keeping both parties happy and being able to work with everybody while representing our client is really a gift, and Ev is really good at that," Kimberleigh added.

As busy as they are with the day-to-day aspects of their business, Ev and Kimberleigh set aside time to give back to their community. Although they are not affiliated with any one particular charity, they support many causes when they see a need. In her spare time, Ev enjoys international travel, singing, reading, theater, the opera and working on personal growth. Kimberleigh also loves international travel, cooking, entertaining, collecting wine and boating.

Having recently made the move to Realogics Sotheby's International Realty, Ev and Kimberleigh are excited to expand their global reach. Says Kimberleigh, "The business is changing and becoming more global; 35% of our business is internationally based. We recognized the shift and felt we needed to move in order to grow in that direction." Ev stresses, "Although we're expanding our global reach, we will always continue to work with buyers and sellers at all price points. We love the full range of the spectrum and want to work with everyone; our goal is to become their REALTOR® for life. We offer every single client white glove service."

For more information about Ev Winningham and Kimberleigh King of WinninghamKing & Associates, please visit www.winninghamking.com, call 425.765.8889 or email ev@winninghamking.com or kim@winninghamking.com